

RJ REYNOLDS

TOBACCO COMPANY

COPY

Emailed
to 17XX
12/30/96

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Ball Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 30, 1996

RJR Account #375878

P. Cox

McLANE-NORTHEAST

FEBRUARY PROMOTION (#700046): DORAL B2G1F

Dear Paul:

Doral B1G1F product and live product in quantities listed below has been ordered to cover the above promotion for display shipment to your participating retail accounts. ~~1000~~ SKUs of sleeves (item #520844) have been ordered to Consolidated Industries to pack this Promotion.

| DORAL STYLE | B1G1F UPC Code | #/ (6M) Cases B1G1F | LIVE UPC Code | #/ (12M) Cases LIVE |
|-----------------|-------------------|------------------------|------------------|------------------------|
| Full Flavor 100 | 12300-23882 | 72 | 12300-15312 | 18 17 |
| Light Kg | 12300-23880 | 72 | 12300-15112 | 18 17 |

Product PO Numbers:

| PO Number | Product / State | #/Cases Per Style | EFT \$ Amount |
|-----------|---------------------|-------------------|------------------------------|
| ER0773-01 | B1G1F / CT | 2 | 208.34 |
| ER0774-01 | B1G1F / MA | 2 7 | 214.65 183.29 |
| ER0775-01 | B1G1F / NH | 2 | 358.34 |
| ER0776-01 | B1G1F / NJ | 2 | 268.34 |
| ER0777-01 | B1G1F / NY | 23 | 1981.92 |
| ER0778-01 | B1G1F / OH | 2 | 364.34 |
| ER0779-01 | B1G1F / PA | 28 | 4512.78 |
| ER0780-01 | B1G1F / RI | 1 | 71.17 |
| ER0781-01 | LIVE / No State Use | 48 17 | 19109.23 18077.61 |

TOTAL EFT \$ Amount: 927,188.61 ~~22057.66~~
25996.04

Product Arrival:

January 20, 1997

Sleeves Arrival (Consolidated):

January 23, 1997

Ship Date to Retail:

Week of February 10, 1997

Item #520844 (Sleeves for Display Assembly)

SKU CUBE:

1.3600

SKU WT (w/o Product):

4.0000 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Savings Cartons

51861 8490

-2-
B2G1F
McLane NE

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves; Buy-1-Get-1-Free pre-banded product should be placed into the sleeve and an additional 'Live' pack inserted with it.

**SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE
ATTACHED CUSTOMER LIST
SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'**

RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to ~~\$2,016.00 (72 (12M) cases @ \$28.00)~~.

1890 67.5

If you have any questions, please contact me. As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotions Coordinator

/jc

cc: RJR #1610: DK / SS
RJR #1710: IM / MM
McLane: R. Moore

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

VAPB2G1F.DOC

51861 8491


RJ REYNOLDS

TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 30, 1996

 **Fax (315) 425-0461**
Mr. D. Cook
CONSOLIDATED INDUSTRIES

February Promotion (#700046): Doral B2G1F

Dear Don:

I have ordered 1080 SKUs of sleeves (item #520844) for you to pack this Promotion for McLane Northeast. The shipping company has been instructed to call ahead prior to delivery for an appointment. Attached are the individual breakdowns for assembly of this product by state. Please request product from McLane when you are ready to begin assembling displays.

Product is scheduled to arrive at McLane on January 20th.

Displays are scheduled to arrive at Consolidated on January 23rd.

Displays will need to be back at McLane no later than February 10th in order for McLane to begin shipping displays to retail.

| <u>DORAL</u> | <u>#/ (6M) Cases</u> | <u>#/ (12M) Cases</u> |
|---------------|----------------------|-----------------------|
| <u>STYLE</u> | <u>B1G1F Product</u> | <u>Live Product</u> |
| <u>FF 100</u> | <u>72</u> | <u>18</u> |
| <u>Lt Kg</u> | <u>72</u> | <u>18</u> |

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves; Buy-1-Get-1-Free pre-banded product should be placed into the sleeve and an additional 'Live' pack inserted with it.

**SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE
ATTACHED CUSTOMER LIST
SEE 'WHOLESALE PACKING INSTRUCTIONS' ENCLOSED**

I appreciate your assistance, and If you have any questions, please contact me.

Sincerely,

Judy

J. Campbell
Promotions Coordinator

/jc

Attach: Cigarette Displays By State

cc: SS / DK / RJR

R. Moore / McLane

51861 8492

McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

McLANE NE

FEBRUARY PROMOTION: DORAL B2G1F / #700046

| CHAIN NAME | NO. OF STORES | DISPLAY UNITS TO SHIP TO EACH ACCOUNT | TOTAL #/ DISPLAYS | NUMBER OF DISPLAYS PER GROUP PER STATE | | | | | | | | | | | | |
|----------------------------------|---------------|---------------------------------------|-------------------|--|----|-----|----|----|----|----|-----|----|-----|----|----|--|
| | | | | CT | DE | MA | MD | ME | NH | NJ | NY | OH | PA | RI | VT | |
| A-PLUS/ ATLANTIC/ A-MART/ SUNOCO | 228 | See List | 240 | 1 | 2 | 21 | | | 4 | 6 | 75 | | 128 | 3 | | |
| BP OIL | 44 | 1 | 44 | | | | | | | | | | 44 | | | |
| CIRCLE K | 49 | 1 | 49 | 5 | | 33 | | 2 | 9 | | | | | | | |
| COASTAL MART | 34 | 1 | 34 | | | | | | | 8 | | | 26 | | | |
| CONVENIENCE EXPRESS | 5 | 1 | 5 | | | | | | | | 5 | | | | | |
| COUNTRY FAIR | 71 | 3 | 213 | | | | | | | | 15 | 21 | 177 | | | |
| DAIRY MART | 91 | 1 | 91 | 17 | | 26 | | | | | 16 | | 27 | 5 | | |
| EXPRESS MARTS | 35 | See List | 38 | | | | | | | | 38 | | | | | |
| F.L. ROBERTS | 17 | 1 | 17 | 3 | | 14 | | | | | | | | | | |
| J MART | 8 | 1 | 8 | | | | | | | | 8 | | | | | |
| MOBIL | 53 | See List | 55 | | | 10 | | | 9 | 7 | 26 | | 1 | 2 | | |
| PETR-ALL | 4 | 1 | 4 | | | | | | | | 4 | | | | | |
| RED BARREL | 23 | See List | 28 | | | | | | | | 28 | | | | | |
| 7-ELEVEN / HANDEE | 17 | 1 | 17 | | | | 1 | | | | | 7 | 9 | | | |
| STORE 24 | 82 | 1 | 82 | 3 | | 87 | | | 3 | | | | | 3 | | |
| SUGAR CREEK | 93 | 1 | 93 | | | | | | | | 93 | | | | | |
| SUNRISE FOOD | 22 | See List | 23 | | | | | | | | 23 | | | | | |
| INDEPENDENTS (& SMALL CHAINS) | 35 | See List | 37 | | | 3 | 1 | | 4 | 4 | 22 | | 3 | | | |
| TOTALS | 911 | | 1078 | 29 | 2 | 174 | 2 | 2 | 35 | 25 | 353 | 28 | 415 | 13 | 0 | |

RJ REYNOLDS

TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 23, 1996

STATE STAMPING

McLANE NE

#375878

| BY STATE: NO./CARTONS TO STAMP 'B1G1F' | | | | | | | | | | | |
|--|-----------------|----|-----|----|----|----|----|-----|----|-----|----|
| DORAL B2G1F | CT | DE | MA | MD | ME | NH | NJ | NY | OH | PA | RI |
| FF 100 | 5852 | 4 | 348 | 4 | 4 | 70 | 50 | 706 | 56 | 830 | 26 |
| Light Kg | 5852 | 4 | 348 | 4 | 4 | 70 | 50 | 706 | 56 | 830 | 26 |
| 52 214 61 20 | | | | | | | | | | | |

| BY STATE: NO./CARTONS TO STAMP 'LIVE' | | | | | | | | | | | |
|---------------------------------------|-----------------|----|-----|----|----|----|----|-----|----|-----|----|
| DORAL B2G1F | CT | DE | MA | MD | ME | NH | NJ | NY | OH | PA | RI |
| FF 100 | 2926 | 2 | 174 | 2 | 2 | 35 | 25 | 353 | 28 | 415 | 13 |
| Light Kg | 2926 | 2 | 174 | 2 | 2 | 35 | 25 | 353 | 28 | 415 | 13 |
| 26 140 26 10 | | | | | | | | | | | |

12/23/96
STAMPING.DOC

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BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 21

DATE: 96-12-16

TIME: 02:49 PM

WHOLESALER : 375878 MCLANE NORTHEAST CORP. <DIRECT>
 TEMPLATE : 700046 70200 DOR FEB B2G1F
 TEMPLATE SEQ : 0002
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|---------------|-------------------|--------------|----|-------|-----|-----|-----------|----------|---------------|
| 113102 | 113123 | 629299 | STORE 24 #054 | 1315 DIXWELL AVE | HAMDEN | CT | 06514 | 1 | | 0949-0000 | 094540 | (203)248-2349 |
| 113108 | 113123 | 629361 | STORE 24 #049 | 25 BROADWAY | NEW HAVEN | CT | 06511 | 1 | | 0949-0000 | 094490 | (203)777-7952 |
| 112804 | 113129 | 618464 | STORE 24 #053 | 1254 STORRS RD | STORRS | CT | 06268 | 1 | | 0949-0000 | 094532 | (860)487-0092 |
| 112605 | 112623 | 619479 | STORE 24 #044 | 140 MAIN ST | CHARLESTOWN | MA | 02129 | 1 | | 0949-0000 | 094441 | (617)241-7865 |
| 112602 | 112627 | 632365 | STORE 24 #088 | 208 S BROADWAY | LAWRENCE | MA | 01843 | 1 | | 0949-0000 | 094888 | (508)685-7242 |
| 113003 | 113021 | 640716 | STORE 24 #058 | 542 COMM AVE | BOSTON | MA | 02215 | 1 | | 0949-0000 | 094581 | (617)424-8856 |
| 113006 | 113021 | 640796 | STORE 24 #060 | 509 CAMBRIDGE ST | ALLSTON | MA | 02134 | 1 | | 0949-0000 | 094607 | (617)782-3900 |
| 113003 | 113028 | 640830 | STORE 24 #024 | 187 E COTTAGE ST | DORCHESTER | MA | 02125 | 1 | | 0949-0000 | 094243 | (617)282-7518 |
| 113009 | 113028 | 640831 | STORE 24 #045 | 1886 DORCHESTER A | DORCHESTER | MA | 02124 | 1 | | 0949-0000 | 094458 | (617)282-6692 |
| 113003 | 113028 | 640832 | STORE 24 #065 | 141 MASSACHUSETTS | BOSTON | MA | 02115 | 1 | | 0949-0000 | 094656 | (617)353-1897 |
| 113009 | 113024 | 645017 | STORE 24 #018 | 1624 BLUE HILL AV | MATTAPAN | MA | 02126 | 1 | | 0949-0000 | 094185 | (617)298-2424 |
| 112607 | 112624 | 701823 | STORE 24 #020 | 781 MAIN ST | WALTHAM | MA | 02154 | 1 | | 0949-0000 | 094201 | (617)893-6857 |
| 113009 | 113024 | 702912 | STORE 24 #013 | 1441 BEACON ST | BROOKLINE | MA | 02146 | 1 | | 0949-0000 | 094136 | (617)731-3757 |
| 113003 | 113028 | 703343 | STORE 24 #025 | 1420 DORCHESTER A | DORCHESTER | MA | 02122 | 1 | | 0949-0000 | 094250 | (617)265-8451 |
| 113009 | 113024 | 703451 | STORE 24 #032 | 1187 HYDE PARK AV | HYDE PARK | MA | 02136 | 1 | | 0949-0000 | 094326 | (617)361-5322 |
| 113106 | 113127 | 760676 | STORE 24 #046 | 376 BOSTON RD | SPRINGFIELD | MA | 01109 | 1 | | 0949-0000 | 094466 | (413)783-1835 |
| 113106 | 113127 | 760677 | STORE 24 #048 | 766 LIBERTY AVE | SPRINGFIELD | MA | 01104 | 1 | | 0949-0000 | 094482 | (413)732-5170 |
| 113110 | 113127 | 760711 | STORE 24 #059 | 57 KING ST | NORTHAMPTON | MA | 01060 | 1 | | 0949-0000 | 094599 | (413)586-8615 |
| 112603 | 112629 | 755933 | STORE 24 #052 | 104 BELMONT ST | WORCESTER | MA | 01605 | 1 | | 0949-0000 | 094524 | (508)756-1580 |
| 112610 | 112630 | 756154 | STORE 24 #057 | 49 MAIN ST | MILFORD | MA | 01757 | 1 | | 0949-0000 | 094573 | (508)478-6751 |
| 112602 | 112620 | 756667 | STORE 24 #027 | 200 MAIN ST | HAVERHILL | MA | 01830 | 1 | | 0949-0000 | 094276 | (508)372-4326 |
| 112602 | 112620 | 756728 | STORE 24 #034 | 115 MAIN ST | PEABODY | MA | 01960 | 1 | | 0949-0000 | 094342 | (508)531-8866 |
| 112608 | 112627 | 756782 | STORE 24 #036 | 436 CHELMSFORD ST | LOWELL | MA | 01851 | 1 | | 0949-0000 | 094367 | (508)937-2695 |
| 112610 | 112628 | 756857 | STORE 24 #040 | 5 WALTHAM ST | MAYNARD | MA | 01754 | 1 | | 0949-0000 | 094409 | (508)897-3100 |
| 112607 | 112624 | 757153 | STORE 24 #030 | 10 HIGH ST | WALTHAM | MA | 02154 | 1 | | 0949-0000 | 094300 | (617)893-9484 |
| 113003 | 113028 | 757365 | STORE 24 #035 | 555 E BROADWAY | SOUTH BOSTON | MA | 02127 | 1 | | 0949-0000 | 094359 | (617)269-1669 |
| 113003 | 113028 | 757366 | STORE 24 #029 | 405 W BROADWAY | SOUTH BOSTON | MA | 02127 | 1 | | 0949-0000 | 094292 | (617)269-1652 |
| 113009 | 113024 | 757570 | STORE 24 #031 | 1800 CENTRE ST | WEST ROXBURY | MA | 02132 | 1 | | 0949-0000 | 094318 | (617)327-6722 |
| 113002 | 113027 | 758827 | STORE 24 #033 | 450 ASHLEY BLVD | NEW BEDFORD | MA | 02745 | 1 | | 0949-0000 | 094334 | (508)995-0077 |
| 112605 | 112623 | 962215 | STORE 24 #093 | 280 MAIN ST | EVERETT | MA | 02149 | 1 | | 0949-0000 | 094938 | (617)389-1303 |
| 112603 | 112621 | 977502 | STORE 24 #086 | 158 MAIN ST | LEOMINSTER | MA | 01453 | 1 | | 0949-0000 | 094862 | (508)840-1623 |
| 113003 | 113021 | 045174 | STORE 24 #070 | 957 COMMONWEALTH | BOSTON | MA | 02215 | 1 | | 0949-0000 | 094706 | (617)783-5466 |
| 112604 | 112622 | 068579 | STORE 24 #074 | 133 MAIN ST | MEDFORD | MA | 02155 | 1 | | 0949-0000 | 094748 | (617)395-1047 |
| 112607 | 112624 | 074838 | STORE 24 #064 | 241 MARKET ST | BRIGHTON | MA | 02135 | 1 | | 0949-0000 | 094649 | (617)783-9193 |
| 112602 | 112627 | 087390 | STORE 24 #073 | 389 BROADWAY | LAWRENCE | MA | 01843 | 1 | | 0949-0000 | 094730 | (508)681-8654 |
| 112805 | 112629 | 102758 | STORE 24 #003 | 973 MAIN ST | WORCESTER | MA | 01610 | 1 | | 0949-0000 | 094037 | (508)757-1969 |
| 112805 | 112629 | 103636 | STORE 24 #055 | 147 HIGHLAND ST | WORCESTER | MA | 01609 | 1 | | 0949-0000 | 094557 | (508)755-5404 |
| 112608 | 112627 | 105352 | STORE 24 #002 | 494 BRIDGE ST | LOWELL | MA | 01850 | 1 | | 0949-0000 | 094029 | (508)937-9115 |
| 112602 | 112627 | 105375 | STORE 24 #004 | 390 S UNION SQ | LAWRENCE | MA | 01843 | 1 | | 0949-0000 | 094045 | (508)794-4497 |
| 112607 | 112624 | 107332 | STORE 24 #001 | 164 MAIN ST | WATERTOWN | MA | 02172 | 1 | | 0949-0000 | 094011 | (617)926-8018 |
| 112604 | 112626 | 107681 | STORE 24 #007 | 4 COLLEGE AVE | SOMERVILLE | MA | 02144 | 1 | | 0949-0000 | 094078 | (617)666-0650 |
| 113006 | 113021 | 109951 | STORE 24 #014 | 1219 COMM AVE | ALLSTON | MA | 02134 | 1 | | 0949-0000 | 094144 | (617)783-1034 |

51861 8495

PAGE BREAK TOTAL ACCOUNTS ~~1~~ TOTAL QUANTITY

TOTAL QUANTITY

28

88

| TERM | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|----------------|--------|----------|---------|-------------------|---------------|----------|-----|-----|-----------|----------|----------------|
| 113003 | 113021 | 109965 | STORE 24 | #005 | 717 BOYLSTON ST | BOSTON | MA 02116 | 1 | | 0949-0000 | 0944052 | (617) 424-6888 |
| 113010 | 113030 | 262015 | STORE 24 | #066 | 1237 PLEASANT ST | FALL RIVER | MA 02723 | 1 | | 0949-0000 | 094953 | (617) 287-9760 |
| 112605 | 112623 | 256089 | STORE 24 | #095 | 188 CHELSEA ST | EVERETT | MA 02149 | 1 | | 0949-0000 | 094953 | (617) 287-9760 |
| 112602 | 112620 | 239250 | STORE 24 | #097 | 28-40 WASHINGTON | GLOUCESTER | MA 01930 | 1 | | 0949-0000 | 094979 | (508) 281-8819 |
| 113010 | 113030 | 111499 | STORE 24 | #016 | 28 E MAIN ST | FALL RIVER | MA 02724 | 1 | | 0949-0000 | 094169 | (508) 678-8826 |
| 094433 | 15081993 | 5408 | | | NEW BEDFORD | | MA 02744 | 1 | | 0949-0000 | | |
| 094854 | (617) 524-9893 | | | | JAMAICA PLAIN | | MA 02130 | 1 | | 0949-0000 | | |
| 094870 | (617) 567-6025 | | | | EAST BOSTON | | MA 02128 | 1 | | 0949-0000 | | |
| 096115 | (617) 367-0034 | | | | STATE ST UNIT | | MA 02108 | 1 | | 0949-0000 | | |
| 094474 | (413) 732-3150 | | | | SPRINGFIELD | | MA 01105 | 1 | | 0949-0000 | | |
| 094052 | (617) 424-6888 | | | | BOSTON | | MA 02116 | 1 | | 0949-0000 | | |
| 112808 | 112823 | 111448 | STORE 24 | #015 | 247 THAYER ST | PROVIDENCE | RI 02906 | 1 | | 0949-0000 | | |
| 112802 | 112826 | 759236 | STORE 24 | #042 | 390 BROAD ST | CENTRAL FALLS | RI 02863 | 1 | | 0949-0000 | | |
| 112807 | 112824 | 958322 | STORE 24 | #094 | 1 OLNEYVILLE SQ | PROVIDENCE | RI 02909 | 1 | | 0949-0000 | | |
| 163808 | 163877 | 643677 | STORE 24 | #067 | 201 MAIN ST | CONCORD | NH 03301 | 1 | | 0949-0000 | | |
| 112208 | 112220 | 755802 | STORE 24 | #056 | 530 CENTRAL AVE | DOVER | NH 03820 | 1 | | 0949-0000 | | |
| 163805 | 163805 | 755935 | STORE 24 | #037 | 115A MAIN ST | SALEM | NH 03079 | 1 | | 0949-0000 | | |
| 112206 | 112220 | 522992 | STORE 24 | #081 | 642 ISLINGTON ST | PORTSMOUTH | NH 03801 | 1 | | 0949-0000 | | |
| 163808 | 163828 | 269981 | STORE 24 | #202 | 581 2ND ST | MANCHESTER | NH 03102 | 1 | | 0949-0000 | | |
| 112208 | 112220 | 548323 | STORE 24 | #090 | 2 BACK RIVER RD | DOVER | NH 03820 | 1 | | 0949-0000 | | |
| 112208 | 112220 | 548320 | STORE 24 | #091 | 125 STARK AVE | DOVER | NH 03820 | 1 | | 0949-0000 | | |
| 112206 | 112220 | 547746 | STORE 24 | #092 | 5-7 MADBURY RD | DURHAM | NH 03824 | 1 | | 0949-0000 | | |
| 163808 | 163821 | 185421 | STORE 24 | #201 | 2 MOUNTAIN VIEW R | DEERFIELD | NH 03037 | 1 | | 0949-0000 | | |
| 163805 | 163805 | 105772 | STORE 24 | #017 | 93 LAFAVETTE ST | HAVERHILL | MA 01832 | 1 | | 0949-0000 | | |
| 113003 | 113028 | 548942 | STORE 24 | #089 | 357 TREMONT ST | BOSTON | MA 02116 | 1 | | 0949-0000 | | |
| 113006 | 113021 | 537736 | STORE 24 | #068 | 122-128 CAMBRIDGE | BOSTON | MA 02114 | 1 | | 0949-0000 | | |
| 112601 | 112623 | 528173 | STORE 24 | #083 | 1 NEPTUNE RD | EAST BOSTON | MA 02128 | 1 | | 0949-0000 | | |
| 113006 | 112626 | 109982 | STORE 24 | #011 | 321 BROADWAY | CAMBRIDGE | MA 02138 | 1 | | 0949-0000 | | |
| 113003 | 112626 | 109976 | STORE 24 | #010 | 1438 MASSACHUSETT | CAMBRIDGE | MA 02138 | 1 | | 0949-0000 | | |
| 112609 | 112628 | 027275 | STORE 24 | #022 | 431 WAVERLEY ST | FRAMINGHAM | MA 01701 | 1 | | 0949-0000 | | |
| 112601 | 112623 | 023107 | STORE 24 | #080 | 6 WASHINGTON ST | CHELSEA | MA 02150 | 1 | | 0949-0000 | | |
| 112607 | 112624 | 021801 | STORE 24 | #023 | 991 WATERLOON ST | WEST NEWTON | MA 02165 | 1 | | 0949-0000 | | |
| 112810 | 112827 | 519811 | STORE 24 | #077 | 95 MAIN ST | NEBBSTER | MA 01570 | 1 | | 0949-0000 | | |
| 094847 | (617) 773-3039 | | | | QUINCY | | MA 02169 | 1 | | 0949-0000 | | |
| 094797 | (413) 533-5611 | | | | HOLYOKE | | MA 01040 | 1 | | 0949-0000 | | |
| 094219 | (617) 738-4874 | | | | BRIGHTON | | MA 02135 | 1 | | 0949-0000 | | |
| 096099 | (617) 884-1617 | | | | CHELSEA | | MA 02150 | 1 | | 0949-0000 | | |
| 096107 | (617) 242-6089 | | | | 1 ST AVE BLDG 34 | CHARLESTOWN | MA 02129 | 1 | | 0949-0000 | | |
| 094987 | (617) 247-4841 | | | | 1750 WASHINGTON S | BOSTON | MA 02118 | 1 | | 0949-0000 | | |
| 096040 | (413) 592-6910 | | | | 201 EXCHANGE ST | CHICPEE | MA 01020 | 1 | | 0949-0000 | | |
| 094664 | (508) 676-0566 | | | | FALL RIVER | | MA 02723 | 1 | | 0949-0000 | | |
| 094953 | (617) 287-9760 | | | | 188 CHELSEA ST | EVERETT | MA 02149 | 1 | | 0949-0000 | | |
| 094979 | (508) 281-8819 | | | | 28-40 WASHINGTON | GLOUCESTER | MA 01930 | 1 | | 0949-0000 | | |
| 094169 | (508) 678-8826 | | | | 28 E MAIN ST | FALL RIVER | MA 02724 | 1 | | 0949-0000 | | |
| 094433 | (508) 993-5408 | | | | NEW BEDFORD | | MA 02744 | 1 | | 0949-0000 | | |
| 094854 | (617) 524-9893 | | | | JAMAICA PLAIN | | MA 02130 | 1 | | 0949-0000 | | |
| 094870 | (617) 567-6025 | | | | EAST BOSTON | | MA 02128 | 1 | | 0949-0000 | | |
| 096115 | (617) 367-0034 | | | | STATE ST UNIT | | MA 02108 | 1 | | 0949-0000 | | |
| 094474 | (413) 732-3150 | | | | SPRINGFIELD | | MA 01105 | 1 | | 0949-0000 | | |
| 094052 | (617) 424-6888 | | | | BOSTON | | MA 02116 | 1 | | 0949-0000 | | |

51861 8497

| DATE | TIME | TX-TIME | DISTANT STATION ID | MODE | PAGES | RESULT |
|-------|-------|---------|--------------------|------|-------|--------|
| 12/30 | 13:59 | 02:00 | 3154252461 | G3-S | 003 | OK |

ID:BFLO RJR

DATE:12/30/96 TIME:14:01

MESSAGE CONFIRMATION

E-Mail 12/18/96 T. SULLIVAN / K. LONG / K. HAMMONS

PLEASE PROVIDE PRODUCT PO #s FOR McLANE NE FOR THE FOLLOWING
PROMOTIONAL PRODUCT AND ADVISE PRODUCT ORDER \$ AMOUNTS.

****NO PO NUMBER REQUIRED FOR SLEEVES (SHIPPED TO CONSOLIDATED)****

PROMOTION: DORAL B2G1F FEBRUARY/ MARCH PROMOTION #700046

| | |
|--------------------------|--------------|
| Ship Date to McLane NE | 1/20/97 |
| 1st Ship Date to Retail: | 2/10/97 |
| Shipper UIN Number: | 520844 |
| CT B1G1F PO # | ER0773-01 |
| MA B1G1F PO # | ER0774-01 |
| NH B1G1F PO # | ER0775-01 |
| NJ B1G1F PO # | ER0776-01 |
| NY B1G1F PO # | ER0777-01 |
| OH B1G1F PO # | ER0778-01 |
| PA B1G1F PO # | ER0779-01 |
| RI B1G1F PO # | ER0780-01 |
| LIVE PRODUCT PO # | ER0781-01 |
| Shipper P.O. Number: | NOT REQUIRED |
| Vendor # | 04360 |

15-Digit Description: Feb-DORAL-B2G1F

◆ **Product Requirements:** Product Delivery Date: **JANUARY 20, 1997**

| UIN # | DORAL Product | UPC #12300- | Case Size | # of Ctns/ Display | # of B1G1F Cases By State | | | | | | | |
|-------|----------------|-------------|-----------|--------------------|----------------------------------|----|----|----|----|----|----|----|
| | | | | | CT | MA | NH | NJ | NY | OH | PA | RI |
| | B1G1F LT KING | 23880 | 6M | 2 | 2 | 12 | 2 | 2 | 23 | 2 | 28 | 1 |
| | B1G1F FF 100 | 23882 | 6M | 2 | 2 | 12 | 2 | 2 | 23 | 2 | 28 | 1 |
| | | | | | TOTAL B1G1F CASES: 72 EACH STYLE | | | | | | | |
| | REGULAR LT KG | 15112 | 12M | 1 | 18 | | | | | | | |
| | REGULAR FF 100 | 15312 | 12M | 1 | 18 | | | | | | | |

EFT Product \$ Amounts:

| | | | | | | | | |
|----------|----------|----------|----------|------------|----------|------------|---------|-------------|
| CT | MA | NH | NJ | NY | OH | PA | RI | LIVE |
| \$208.34 | \$314.05 | \$358.34 | \$268.34 | \$1,981.92 | \$364.34 | \$4,512.78 | \$71.17 | \$19,109.23 |

◆ **Premium/Display /Value-Added Shipper Specifics**

NO PO NUMBER REQUIRED

Delivery Date: JANUARY 23, 1997 TO CONSOLIDATED INDUSTRIES (Packs for McLane)

| Shipper Description | RJR Item # | UPC# | Packing | Quantity Required |
|--------------------------|------------|-------------|-------------------|-------------------|
| DORAL MAR. B2G1F SLEEVES | 520844 | 12300-70373 | 1 @ 20-PK DISPLAY | 1078 |

◆ **Special Information:** N/A

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51861 8498

✓ E-Mail 12/18/96 T. SULLIVAN / K. LONG / K. HAMMONS

PLEASE PROVIDE PRODUCT PO #s FOR McLANE NE FOR THE FOLLOWING
PROMOTIONAL PRODUCT AND ADVISE PRODUCT ORDER \$ AMOUNTS.

****NO PO NUMBER REQUIRED FOR SLEEVES (SHIPPED TO CONSOLIDATED)****

PROMOTION: DORAL B2G1F FEBRUARY/ MARCH PROMOTION #700046

| | |
|--------------------------|--------------|
| Ship Date to McLane NE | 1/20/97 |
| 1st Ship Date to Retail: | 2/10/97 |
| Shipper UIN Number: | |
| CT B1G1F PO # | |
| MA B1G1F PO # | |
| NH B1G1F PO # | |
| NJ B1G1F PO # | |
| NY B1G1F PO # | |
| OH B1G1F PO # | |
| PA B1G1F PO # | |
| RI B1G1F PO # | |
| LIVE PRODUCT PO # | |
| Shipper P.O. Number: | NOT REQUIRED |
| Vendor # | 04360 |

◆ **Product Requirements:** Product Delivery Date: **JANUARY 20, 1997**

| UIN # | DORAL Product | UPC #12300- | Case Size | # of Ctns/ Display | # of B1G1F Cases By State | | | | | | | |
|-------|----------------|-------------|-----------|--------------------|----------------------------------|----|----|----|----|----|----|----|
| | | | | | CT | MA | NH | NJ | NY | OH | PA | RI |
| | B1G1F LT KING | 23880 | 6M | 2 | 2 | 12 | 2 | 2 | 23 | 2 | 28 | 1 |
| | B1G1F FF 100 | 23882 | 6M | 2 | 2 | 12 | 2 | 2 | 23 | 2 | 28 | 1 |
| | | | | | TOTAL B1G1F CASES: 72 EACH STYLE | | | | | | | |
| | REGULAR LT KG | 15112 | 12M | 1 | 18 | | | | | | | |
| | REGULAR FF 100 | 15312 | 12M | 1 | 18 | | | | | | | |

EFT Product \$ Amounts:

| | | | | | | | | |
|----|----|----|----|----|----|----|----|------|
| CT | MA | NH | NJ | NY | OH | PA | RI | LIVE |
| \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |

◆ **Premium/Display /Value-Added Shipper Specifics**

NO PO NUMBER REQUIRED

Delivery Date: JANUARY 23, 1997 TO CONSOLIDATED INDUSTRIES (Packs for McLane)

| Shipper Description | RJR Item # | UPC# | Packing | Quantity Required |
|--------------------------|------------|-------------|-------------------|-------------------|
| DORAL MAR. B2G1F SLEEVES | 520844 | 12300-70373 | 1 @ 20-PK DISPLAY | 1078 |

◆ **Special Information:** N/A

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12/23/96 09:02
MASTER ORDER NBR: 6358-0006

| QTY | ITEM | DESCRIPTION----- | UNITS/SKU |
|------|--------|------------------------|-----------|
| 1080 | 520844 | DOR B2G1F SLEEVE KIT-M | 20 BOX |

PF1 - HELP

Consolidated
1/23/97

51861 8500

01/29/97

| | |
|--------------------------|-------------------------|
| ACCOUNT NUMBER: 375878 | MC LANE-NORTHEAST |
| VOUCHER NUMBER: 15341695 | 2828 MCLANE RD |
| DATE WRITTEN: 01/29/97 | ATT: PAUL COX |
| STATUS: PAID | BALDWINVILLE , NY 13027 |
| AMOUNT PAID: 1890.00 | SEND CHECK TO: ROU |

| DESCRIPTION | UNITS | AMOUNT |
|------------------|-------|---------|
| DISPLAY ASSEMBLY | 67.50 | 1890.00 |

EXPLANATION: DOR B2G1F 700046 / SS

51861 8501